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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 5 July 1991

SOUTHWESTERN REGION (SWPA)

Arkansas College
University of Arkansas - Fayetteville
Baylor University
Corpus Christi State University
Hendrix College
University of Houston
University of Houston - Clear Lake
Kansas Wesleyan
Lamar University
Langston University
Louisiana Tech University
University of North Texas
Northwestern Oklahoma State University
Oklahoma State University
Oklahoma State Unviersity - Engineering
University of Oklahoma
UT - Pan American
Prairie View A & M University
Sam Houston State University
Southern Methodist University
Stephen F. Austin State University
Texas A & I University
Texas A & M University
Texas Lutheran College
Texas Tech University
University of Texas - Arlington
University of Texas - Austin - Business Administration
University of Texas - Austin - Engineering
University of Texas - El Paso
University of Texas - Tyler

The career planning & placement offices that participate in the *Salary Survey* are divided into seven geographic regions. The participants listed comprise the **Southwestern** Region.

The data are based on salary offers made to students graduating between September 1, 1990, and August 31, 1991. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (May 6, 1991, through June 5, 1991) and cumulatively (September 1, 1990, and June 5, 1991).

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
ACCOUNTING	59	611	$26917	$26364	$28704	$27500	$23500	367	2774	$26572	$26602	$29400	$27000	$23220
BUSINESS ADMIN (INCL MGMT	22	376	23455	23933	25113	23496	20000	78	966	22398	23616	29000	21550	18000
DISTRIBUTION MANAGEMENT	+	4	+	29577				+	18	+	27495			
ECONOM & FINANCE (BANKING	36	441	27418	25890	31000	27000	22000	147	1238	26388	25913	30300	27000	21000
HOTEL/RESTAURANT MGMT.	6	69	20428	21100	*	*	*	17	118	20821	21127	*	*	*
HUMAN RSRCS (incl LABOR R	+	39	+	24238				3	93	21333	24066	*	*	*
MANAGEMENT INFO SYSTEMS	35	98	30021	29039	33800	29520	26000	112	322	28888	28412	32500	29000	24000
MARKETING/MARK MGMT (RESR	39	346	23226	23718	28000	23000	20000	158	1081	23679	23850	28500	23242	18000
REAL ESTATE	+	1	+	20000				+	7	+	20760			
COMMUNICATIONS														
ADVERTISING	+	9	+	24667				1	51	24700	21866	*	*	*
COMMUNICATIONS	2	65	20000	23155	*	*	*	14	193	20521	22067	*	*	*
JOURNALISM	7	30	21520	22821	*	*	*	13	103	21272	20586	*	*	*
TELECOMMUN/BROADCASTING	+	13	+	22200				+	52	+	23388			
EDUCATION														
ELEMENTARY EDUCATION	5	56	21120	20015	*	*	*	45	273	19488	20054	21000	20000	17034
PRE-ELEMENTARY EDUCATION	+	3	+	16167				+	30	+	16599			
PHYSICAL EDUCATION	+	4	+	19750				5	29	21078	19314	*	*	*
SPECIAL EDUCATION	1	10	23000	20711	*	*	*	5	50	21740	22424	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	+	11	+	21854				3	27	19400	21159	*	*	*
TEXTILES & CLOTHING	+	43	+	21250				2	82	19250	21210	*	*	*
MERCHANDISING MANAGEMENT	6	13	20061	21233	*	*	*	7	44	19624	21017	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	19	+	21962				1	36	24000	21636	*	*	*
LETTERS (incl English, Li	+	44	+	20966				6	112	22617	21490	*	*	*
VISUAL & PERFORMING ARTS	+	13	+	18520				+	63	+	19646			
HUMANITIES - OTHER	+	35	+	23977				4	81	19375	22806	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	18	+	23295				3	58	22901	21533	*	*	*
HISTORY	2	37	20500	25430	*	*	*	5	68	19800	23465	*	*	*
POLITICAL SCIENCE/GOVT	1	54	21000	24407	*	*	*	4	131	22550	23063	*	*	*
PSYCHOLOGY	1	52	21000	21918	*	*	*	6	151	20013	20553	*	*	*
SOCIOLOGY	+	21	+	22206				+	63	+	20119			
SOCIAL SCIENCES-OTHER	1	46	21600	22570	*	*	*	2	127	20300	21536	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	7	21	32886	31568	*	*	*	31	123	30204	30434	36000	31500	23500
AGRICULTURAL	+	5	+	30822				10	39	31460	30878	*	*	*
ARCHITECTURAL	4	10	36175	32103	*	*	*	37	50	32088	31193	36700	32400	25440
BIOENGINEERING & BIOMEDIC	+	3	+	32867				1	9	28500	29567	*	*	*
CHEMICAL	22	376	38893	37591	40800	39675	37500	315	1352	37225	37381	40800	38040	32400
CIVIL	13	264	29114	29902	*	*	*	98	829	30934	29666	36300	30000	25296
COMPUTER	+	70	+	33158				9	201	30854	32368	*	*	*
ELECTRICAL/ELECTRONIC	44	537	32907	33298	35880	33252	30000	274	1642	33448	33191	37400	33600	30000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	2	+	$28000				+	6	+	$28983			
INDUSTRIAL	4	148	$34375	32199	*	*	*	18	414	$31309	32299	*	*	*
MECHANICAL	41	567	35362	33881	$38900	$36000	$31000	342	1893	34930	34007	$38500	$36000	$30000
METALLURGICAL	+	35	+	32473				+	151	+	33400			
MINING (INCL GEOLOGICAL)	+	9	+	32889				+	48	+	31504			
NUCLEAR	+	6	+	32733				1	21	32700	32447	*	*	*
PETROLEUM	1	27	42600	40090	*	*	*	81	181	37639	38972	42500	38400	31500
TEXTILE	+	+	+	+				+	+	+	+			
ENGINEERING TECHNOLOGY	2	47	32400	34088	*	*	*	9	180	30844	29697	*	*	*
INDUSTRIAL TECHNOLOGY	10	17	29617	30004	*	*	*	12	35	29764	28645	*	*	*
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	19	+	25019				1	74	27000	23145	*	*	*
ANIMAL SCIENCES	+	2	+	33500				1	29	22500	22557	*	*	*
PLANT SCIENCES	+	3	+	18467				+	15	+	20140			
NATURAL RESOURCES	+	2	+	19500				+	12	+	20588			
OTHER AGRICULTURAL SCIENC	2	10	24750	22970	*	*	*	2	37	24750	24158	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	14	220	32357	31122	*	*	*	92	762	31070	30680	35160	32000	25500
COMPUTER PROGRAMMING	+	16	+	26392				1	35	20000	27216	*	*	*
INFORMATION SCIENCES & SY	11	58	29355	30187	*	*	*	35	200	29267	29344	31500	30000	27000
SYSTEMS ANALYSIS	+	2	+	33450				+	8	+	27433			
HEALTH SCIENCES														
ALLIED HEALTH	+	96	+	30809				10	155	27626	29654	*	*	*
HEALTH SCIENCES	+	9	+	22279				+	41	+	20941			
NURSING	+	161	+	32000				+	250	+	30801			
PHARMACY	+	28	+	39082				+	56	+	39439			
SCIENCES														
ACTUARIAL	+	20	+	33708				+	26	+	32309			
ARCHITECTURAL & ENVIRONME	+	2	+	36500				4	18	27575	27578	*	*	*
BIOLOGICAL	+	13	+	24672				7	61	21503	21457	*	*	*
CHEMISTRY	1	29	23500	25951	*	*	*	4	80	30635	27108	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	2	+	30000				4	27	34050	28380	*	*	*
MATHEMATICS	2	66	29250	28995	*	*	*	9	162	26022	27978	*	*	*
PHYSICS	+	6	+	27207				4	21	26049	28530	*	*	*
OTHER PHYSICAL & EARTH SC	+	2	+	32520				1	7	19747	25084	*	*	*
POLYMER SCIENCE	+	1	+	32600				+	3	+	34367			
TEXTILE SCIENCE	+	+	+	+				+	+	+	+			
TOTALS	401	5492						2421	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

(Data Combined for Men and Women)

AVERAGE SALARY OFFERS

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	39	407	$27422	$26828	$28500	$27500	$25000	257	2044	$26939	$27158	$31000	$27000	$24000
ACCOUNTING (PRIVATE)	23	239	27168	25752	29004	27000	26400	123	775	26175	25180	29000	27000	24000
COMMERCIAL BANKING (CNSMR	4	46	26000	21336	*	*	*	8	107	24250	21970	*	*	*
COMMERCIAL BANKING (LENDG	+	52	+	23366				8	137	25082	23780	*	*	*
INVESTMT BANKING (CORP FN	1	20	37500	30614	*	*	*	4	43	30125	29041	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	32000				+	5	+	30600			
INVESTMT BANKG (REAL EST)	+	2	+	27500				+	6	+	21750			
INVESTMT BANKG (SALES & T	2	9	25750	27067	*	*	*	5	26	27898	24777	*	*	*
FINANCIAL/TREASURY ANALYS	11	128	26086	27735	*	*	*	44	404	27367	27443	31800	27500	22000
PORTFOLIO MGMT/BROKERAGE	+	23	+	27209				2	50	26250	25137	*	*	*
UNDERWRITING	1	36	26500	24585	*	*	*	12	139	22627	24433	*	*	*
INSURANCE - CLAIMS	3	39	24748	22997	*	*	*	9	113	24969	22785	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	+	7	+	22323				+	32	+	20515			
MEDIA PLANNING	1	10	16640	18614	*	*	*	1	17	16640	20232	*	*	*
REPORTING	+	9	+	23400				1	22	15600	18422	*	*	*
PRODUCTION	+	15	+	22816				+	55	+	24295			
PUBLIC RELATIONS	1	20	18000	21533	*	*	*	1	54	18000	20463	*	*	*
WRITING / EDITING	+	11	+	21363				2	38	28050	20671	*	*	*
MARKETING														
ADVERTISING	+	17	+	23224				2	43	22000	21360	*	*	*
BRAND/PRODUCT MANAGEMENT	1	27	24000	25951	*	*	*	5	125	26420	24443	*	*	*
BUYER/MERCHANDISING	2	122	28500	23710	*	*	*	12	303	23583	23517	*	*	*
DISTRIBUTION	+	10	+	25106				9	46	25896	26051	*	*	*
MARKET RESEARCH	3	25	24333	25942	*	*	*	10	77	25096	25448	*	*	*
PURCHASING	+	8	+	33440				4	32	26425	27716	*	*	*
SALES	16	350	24201	25667	*	*	*	108	1080	24288	25372	34000	24000	17000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	1	7	23284	23423	*	*	*	1	32	23284	20765	*	*	*
FINANC,TAXA, MONETARY POL	1	16	23700	21026	*	*	*	4	80	22249	22655	*	*	*
ECONOMIC PROGRAMS	+	10	+	21486				1	17	18200	21721	*	*	*
LAW ENFORCEMENT	1	25	20000	23342	*	*	*	4	59	22176	23076	*	*	*
MILITARY	+	25	+	23440				3	55	19867	23685	*	*	*
NATIONAL SECURITY	1	1	27000	27000	*	*	*	1	9	27000	20956	*	*	*
URBAN / REGIONAL PLANNING	+	2	+	19500				+	10	+	19183			
ENGINEERING														
BIOENGINEERING	+	3	+	30200				+	9	+	27622			
DESIGN / CONSTRUCT	30	281	31724	30892	36000	30660	27332	196	877	32063	30766	37200	32750	25440
ENVIRONMENTAL/SANITATION	1	56	24972	31853	*	*	*	30	159	32085	30989	39000	32450	25000
MANUFACTURING/INDUSTRIAL	13	264	32007	34018	*	*	*	102	980	34571	33930	38400	36000	29400
SYSTEMS / PROGRAMMING	9	74	32078	32300	*	*	*	63	241	33214	32238	36000	33500	28800
POWER SYSTEMS	2	83	32700	33351	*	*	*	20	233	33992	33217	38700	34650	31800
SOFTWARE DESIGN & DEVELOP	5	77	32330	33724	*	*	*	32	206	32181	32869	34560	32650	30000
HARDWARE DESIGN & DEVELOP	12	51	34603	34041	*	*	*	39	191	34048	33709	35700	34200	32000

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	4	93	$34150	$34602	*	*	*	39	328	$35369	$34268	$39120	$35640	$30000
TESTING	2	38	29750	30612	*	*	*	23	145	32015	30692	36000	32900	28000
PROCESS ENGINEERING	18	267	38614	37737	*	*	*	319	1072	38049	37658	40800	38040	34800
PROJECT ENGINEERING	26	341	36534	34080	$42600	$37220	$31800	184	1113	34976	34092	39600	36000	28200
OTHER ENGINEERING	26	494	33812	33341	39000	33600	29000	195	1480	32944	32821	38500	33000	26500
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	7	+	19789				2	28	27500	23074	*	*	*
INDUSTRIAL HYGIENE	+	3	+	24233				+	5	+	24106			
MEDICAL TECHNOLOGY	+	14	+	27564				7	44	26329	24765	*	*	*
NURSES / PERSONAL CARE	+	160	+	31947				+	245	+	30640			
OCCUPATIONAL THERAPY	+	20	+	29412				+	38	+	29627			
PHARMACIST	+	28	+	39082				+	57	+	39213			
PHYSICAL THERAPY	+	20	+	31630				+	24	+	29532			
RESPIRATORY THERAPY	+	1	+	27600				2	5	36828	32651	*	*	*
OTHER HEALTH RELATED	+	62	+	29176				3	123	19832	26394	*	*	*
SOCIAL SERVICES														
ADMINISTRATION	+	14	+	19138				+	34	+	20069			
COUNSELING	+	17	+	17866				2	62	17840	17107	*	*	*
FUNDRAISING / DEVELOPMENT	+	3	+	18500				+	4	+	17685			
SOCIAL WORK	+	16	+	18278				4	55	20225	17470	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	38	151	29781	28899	33900	29760	25500	110	576	29178	28799	33900	29208	24000
INFORMATION SYSTEMS	2	75	32500	30816	*	*	*	25	253	31195	29911	34500	31000	28000
SYSTEMS ANALYSIS & DESIGN	11	95	31925	30889	*	*	*	70	344	29795	30178	33800	29600	25000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	+	29	+	32700				+	50	+	32220			
AGRICULTURE/NAT'L RESOURC	2	13	24750	20954	*	*	*	4	91	23650	21863	*	*	*
ARCHITECTURE	+	2	+	36500				+	10	+	28290			
CONSULTING	19	183	28158	29328	*	*	*	52	491	28175	29214	31500	28250	24000
HUMAN RESRCS /INDUS RELS	2	31	22750	25484	*	*	*	9	95	20522	23651	*	*	*
MANAGEMENT TRAINEE	60	547	22327	22823	28000	21000	18000	178	1354	22510	22764	28500	21000	18000
MATH/STATISTICIANS	+	10	+	23959				1	33	20195	23647	*	*	*
PARALEGAL	+	16	+	21706				+	25	+	20592			
RESEARCHERS NON-TECHNICAL	+	6	+	21157				1	13	24000	22612	*	*	*
RESEARCHERS - TECHNICAL	1	17	34800	27590	*	*	*	2	43	27400	28678	*	*	*
TEACHING	6	109	21433	20291	*	*	*	66	523	20085	20475	23000	20000	17034
TOTALS	401	5492						2421	17694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	17	57	$33065	$30961	*	*	*	127	239	$32371	$31257	$39000	$31500	$27000
MBA--NON-TECH	3	107	33300	33959	*	*	*	33	362	31978	35225	41000	32004	21025
MBA--TECH	3	20	36780	38099	*	*	*	6	79	34440	39402	*	*	*
MS-BUSINESS	4	18	39450	40982	*	*	*	5	39	36760	42121	*	*	*
ECONOMICS & FINANCE (BANK	8	88	34020	38966	*	*	*	13	235	36089	41841	*	*	*
HUMAN RESOURCES (INCL LAB	+	21	+	39090				+	53	+	38700			
MANAGEMENT INFORMATION SY	10	17	37590	36666	*	*	*	16	33	37533	35820	*	*	*
MARKETING/MKTNG MGT (RESE	7	41	36071	40678	*	*	*	10	141	37800	43503	*	*	*
COMMUNICATIONS														
ADVERTISING	+	+	+	+				+	4	+	33250			
COMMUNICATIONS	+	2	+	34900				+	8	+	29320			
JOURNALISM	+	+	+	+				+	2	+	21500			
EDUCATION														
EDUCATION ADMINISTRATION	+	1	+	20000				4	16	22025	23926	*	*	*
ELEMENTARY EDUCATION	1	2	23000	25500	*	*	*	5	29	22300	24354	*	*	*
PHYSICAL EDUCATION	+	2	+	24250				3	7	28000	23286	*	*	*
READING EDUCATION	+	+	+	+				+	1	+	32944			
SPECIAL EDUCATION	+	4	+	23784				3	14	20133	23764	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				1	2	12300	16650	*	*	*
LETTERS	1	3	22683	29394	*	*	*	2	7	23342	26026	*	*	*
VISUAL & PERFORMING ARTS	+	3	+	23967				1	5	21000	22845	*	*	*
HUMANITIES - OTHER	+	5	+	33968				+	9	+	32760			
SOCIAL SCIENCES														
HISTORY	+	+	+	+				+	+	+	+			
POLITICAL SCIENCE / GOVT	+	1	+	22145				+	1	+	22145			
PSYCHOLOGY	+	2	+	19500				1	12	24900	23209	*	*	*
SOCIOLOGY	+	+	+	+				1	3	20800	24267	*	*	*
SOCIAL SCIENCES - OTHER	+	+	+	+				1	13	30000	30853	*	*	*
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	4	+	35970				4	15	37504	35934	*	*	*
AGRICULTURAL	1	1	35400	35400	*	*	*	1	3	35400	30800	*	*	*
BIOENGINEERING & BIOMEDIC	+	1	+	27950				+	3	+	31150			
CHEMICAL	4	24	45283	41462	*	*	*	11	68	41488	40352	*	*	*

continued

SWPA REGIONAL Report No. 5 JULY 1991

(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
CIVIL	1	39	$48540	$35077	*	*	*	30	112	$36646	$34912	$41004	$36000	$32000
COMPUTER	+	11	+	38264				1	18	39600	39297	*	*	*
ELECTRICAL/ELECTRONIC	6	55	40827	39012	*	*	*	31	173	38673	38658	42100	39000	36000
INDUSTRIAL	+	11	+	38253				1	32	31200	36989	*	*	*
MECHANICAL	3	51	39240	36980	*	*	*	24	165	38685	37856	41499	39000	35500
METALLURGICAL	+	5	+	37552				+	24	+	37917			
MINING & MINERAL	+	+	+	+				+	14	+	35007			
NUCLEAR	+	5	+	39048				+	7	+	38691			
PETROLEUM	4	4	47150	47150	*	*	*	12	31	44175	44097	*	*	*
TEXTILE	+	+	+	+				+	+	+	+			
HEALTH SCIENCES														
ALLIED HEALTH	+	5	+	34147				2	9	21091	28291	*	*	*
HEALTH SCIENCES	+	3	+	24240				1	17	20000	25895	*	*	*
NURSING	+	4	+	55500				+	4	+	55500			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	1	+	30000				2	7	27750	26671	*	*	*
ARCHITECTURAL & ENVIRONME	+	+	+	+				+	1	+	28080			
BIOLOGICAL	+	2	+	26000				+	5	+	24012			
CHEMISTRY	+	6	+	36657				1	13	22000	34411	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	4	57	34080	38404	*	*	*	12	137	35452	37710	*	*	*
SCIENCES														
GEOLOGICAL (INCL GEOPHYS)	2	4	35000	38755	*	*	*	12	34	35885	37134	*	*	*
MATHEMATICS (INCL ACTUARI	1	6	24500	30334	*	*	*	4	18	26425	29206	*	*	*
PHYSICS	+	+	+	+				1	3	31300	27219	*	*	*
POLYMER	+	2	+	34980				+	2	+	34980			
TOTALS	80	695						382	2229					

Master's Degree Candidates - Experience[1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 5/6/91 THROUGH 6/5/91

CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

GRADUATE ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	+	60	+	$41173				2	184	$39000	$44328	*	*	*
MBA--TECH	1	26	$37000	49085	*	*	*	1	71	37000	48762	*	*	*
OVER 2 TO 4 YEARS														
MBA--NON-TECH	2	97	34500	48008	*	*	*	8	300	43875	48622	*	*	*
MBA--TECH	+	58	+	53184				4	161	50000	52801	*	*	*
OVER 4 YEARS														
MBA--NON-TECH	1	264	33500	52026	*	*	*	5	407	50500	50782	*	*	*
MBA--TECH	+	117	+	54295				2	196	55650	53706	*	*	*
TOTALS	4	622						22	1319					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 5/6/91 THROUGH 6/5/91							CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	+	+	+			
COMPUTER & INFOR SCIENCES	+	16	+	$59894				+	26	+	$58458			
ECONOMICS	+	2	+	43000				+	2	+	43000			
EDUCATION														
EDUCATION ADMINISTRATION	1	6	$30000	43417	*	*	*	1	11	$30000	40597	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	1	+	45000				+	3	+	36667			
FOREIGN LANGUAGES	+	+	+	+				+	2	+	36870			
HUMANITIES	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	4	+	38250				+	9	+	45078			
SOCIOLOGY	+	1	+	40000				+	1	+	40000			
SOCIAL SCIENCES	+	+	+	+				+	1	+	30000			
ENGINEERING														
AEROSPACE	+	+	+	+				1	3	54080	46027	*	*	*
CHEMICAL	+	47	+	53612				18	75	52531	53114	*	*	*
CIVIL	+	+	+	+				+	6	+	41499			
COMPUTER	+	3	+	55833				+	5	+	54400			
ELECTRICAL/ELECTRONIC	+	17	+	56414				4	29	57300	56164	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	1	+	54000			
MECHANICAL	+	7	+	44883				2	12	54880	46196	*	*	*
METALLURGICAL	+	5	+	51212				+	18	+	48739			
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	3	+	46183				+	4	+	43638			
BIOLOGICAL	+	2	+	33125				+	6	+	31800			
CHEMISTRY	+	15	+	48665				1	66	46200	48608	*	*	*
GEOLOGICAL (INCL GEOPHYS)	1	1	46000	46000	*	*	*	2	10	41270	52184	*	*	*
MATHEMATICS	+	+	+	+				+	6	+	38483			
PHYSICS	+	3	+	38100				+	5	+	38860			
POLYMER	+	1	+	52500				+	6	+	48417			
TOTALS	2	134						29	307					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	26951 247 35000/24000	27140 1		24344 8			23400 3	25829 7	
BUSINESS ADMIN (INCL MGMT				27500 2	29333 3	37000 2	20000 1	25000 2	
ECONOM & FINANCE (BANKING	26920 11			25559 11	28900 5	24750 2	22250 2	28286 14	
MANAGEMENT INFO SYSTEMS	30313 8			27500 1		28000 4	30357 7	29786 14	
MARKETING/MARK MGMT (RESR				24000 2		21250 2	20750 4	23500 4	
COMMUNICATIONS	18000 1								
JOURNALISM						15600 1	21000 2	30000 1	
LETTERS (incl English, Li				17500 1			28200 1		
HISTORY								18000 1	
PSYCHOLOGY								26900 1	
AEROSPACE & AERONAUTICAL	34000 1								25996 2
AGRICULTURAL									31000 1
ARCHITECTURAL								30380 8	29700 1
CHEMICAL						38400 1		35714 12	33047 4
CIVIL								30388 16	27996 1
COMPUTER							30985 4		
ELECTRICAL/ELECTRONIC	30000 1					32500 3	31380 1	32077 22 38000/29105	30000 1
INDUSTRIAL						34000 1			
MECHANICAL								33161 15	36491 7
ENGINEERING TECHNOLOGY									30300 1
COMPUTER SCIENCE	28000 3				32000 1	32600 5	31997 7	28750 2	34000 1
INFORMATION SCIENCES & SY	30000 6						28125 4	29893 7	
ARCHITECTURAL & ENVIRONME	26500 1							28600 1	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BIOLOGICAL									19600 1
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS							28600 3	27500 1	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24000 1					25750 2			
BUSINESS ADMIN (INCL MGMT		21998 7	19750 4	23777 7		19587 25 24000/11520			
ECONOM & FINANCE (BANKING	25307 14	19500 2		23236 9		23800 8		26700 1	
HOTEL/RESTAURANT MGMT.		20671 3	20304 13						
HUMAN RSRCS (incl LABOR R				22500 1					
MANAGEMENT INFO SYSTEMS	22000 1	25000 2		19850 2		27792 6			
MARKETING/MARK MGMT (RESR	22750 4	22667 3	20550 2	24373 8		22798 58 31000/18000	42000 1		18000 1
ADVERTISING						24700 1			
COMMUNICATIONS		22000 2	18500 1			17700 6	21000 1		
JOURNALISM	18000 1					20760 5			
HUMAN ECOLOGY (HOME ECONO						20600 2			
TEXTILES & CLOTHING						19250 2			
MERCHANDISING MANAGEMENT						18160 5			
HUMANITIES - OTHER						20600 1			
CRIMINAL JUSTICE								24352 2	
HISTORY						19000 2			
POLITICAL SCIENCE/GOVT	21000 1								
PSYCHOLOGY			21000 1	22500 1					
AGRICULTURAL						30375 4			
BIOENGINEERING & BIOMEDIC						28500 1			
COMPUTER						30000 1			
ELECTRICAL/ELECTRONIC						30120 1		26500 1	
ANIMAL SCIENCES						22500 1			

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
COMPUTER SCIENCE						26400 2			
CHEMISTRY				31500 1					
PHYSICS		22000 1							

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING			23000 2	27600 2	17625 2	19516 6	22200 2	22750 2	18000 1
BUSINESS ADMIN (INCL MGMT			17433 3		27033 3	20893 5		21500 2	
ECONOM & FINANCE (BANKING	24000 1			24000 2		21577 2			28000 1
MANAGEMENT INFO SYSTEMS	27000 1		25086 7	29300 2		17653 2			25000 1
MARKETING/MARK MGMT (RESR			18385 4	23500 1		22767 3			20000 1
COMMUNICATIONS				25000 2					
ELEMENTARY EDUCATION					19453 44 26000/17034	21000 1			
PHYSICAL EDUCATION					21078 5				
SPECIAL EDUCATION					21740 5				
MERCHANDISING MANAGEMENT						23284 2			
LETTERS (incl English, Li			24000 1			20200 1	18200 1		
HUMANITIES - OTHER					17450 2	22000 1			
CRIMINAL JUSTICE							20000 1		
HISTORY						21500 2			
POLITICAL SCIENCE/GOVT						20200 1			
PSYCHOLOGY								16559 3	
SOCIAL SCIENCES-OTHER						21600 1			
AEROSPACE & AERONAUTICAL			33000 1			25481 9			
ARCHITECTURAL				34800 2			25200 2		
CHEMICAL		38280 1		28836 1	36200 1	31012 4	28077 3		
CIVIL			434? 2	33200 3		26827 5	27051 25 35040/24972		
COMPUTER			36000 1	30150 1					
ELECTRICAL/ELECTRONIC			28000 1	31631 18		27990 7	30300 2		

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
INDUSTRIAL			30000 1	29100 2		22782 2			
MECHANICAL				31354 7		23505 7	28750 1		
COMPUTER SCIENCE		33500 1	34800 1	29753 2		21823 5	23000 1		27600 1
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY			27000 3						
ALLIED HEALTH					18300 1			27045 8	41600 1
BIOLOGICAL					19206 2		18100 1		20000 1
GEOLOGY & GEOLOGICAL SCI						21600 1			
MATHEMATICS					19150 2				
PHYSICS						25098 2			
OTHER PHYSICAL & EARTH SC					19747 1				

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING				24000 1	28668 1		26500 1	25000 1	22500 2
BUSINESS ADMIN (INCL MGMT				20000 1			17000 1		
ECONOM & FINANCE (BANKING								18500 1	
HUMAN RSRCS (incl LABOR R							17000 1		
MANAGEMENT INFO SYSTEMS					26000 1			29000 1	
MARKETING/MARK MGMT (RESR	35000 1						14400 1		24000 1
JOURNALISM	22000 1								
HUMAN ECOLOGY (HOME ECONO			17000 1						
SOCIAL SCIENCES-OTHER			19000 1						
AEROSPACE & AERONAUTICAL					31784 6				
ARCHITECTURAL								31600 12	
CHEMICAL								40200 2	37521 104 43000/34800
CIVIL								29200 5	33050 4
ELECTRICAL/ELECTRONIC				30000 1	32996 8		35160 3	32433 6	36718 11
INDUSTRIAL					27700 1			31000 1	
MECHANICAL					29741 15		34550 4	33546 7	36682 45 39000/35000
PETROLEUM									41000 2
ENGINEERING TECHNOLOGY					31200 1				
INDUSTRIAL TECHNOLOGY					29154 5			27450 2	
AGRIBUSINESS						27000 1			
OTHER AGRICULTURAL SCIENC						24750 2			
COMPUTER SCIENCE					31300 3				28800 1
ARCHITECTURAL & ENVIRONME								26400 1	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
CHEMISTRY									28520 2

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	31000 3	26500 2			20000 1			22000 1	27128 67 30600/26000
BUSINESS ADMIN (INCL MGMT			31500 2						26650 4
ECONOM & FINANCE (BANKING	26200 5	27250 2	26333 3	30200 5					28342 37 39580/27000
HUMAN RSRCS (incl LABOR R				24500 1					
MANAGEMENT INFO SYSTEMS	28500 3	29850 6	32500 2						30204 40 36100/27600
MARKETING/MARK MGMT (RESR	24190 10	27000 1	24836 14	27100 5				22500 2	27218 9
COMMUNICATIONS									29600 1
JOURNALISM		28500 1							
AEROSPACE & AERONAUTICAL	33030 2	30500 1							32930 5
AGRICULTURAL			30000 1						
ARCHITECTURAL									34609 12
CHEMICAL	35292 5	38300 4	37950 2	36500 2	36600 1		35520 1	38075 4	37655 151 55100/30240
CIVIL				26500 1					34474 32 42200/30000
COMPUTER	24000 1								33600 1
ELECTRICAL/ELECTRONIC	33541 55 42000/31380	33610 71 39528/30840	34900 4					36067 3	35715 39 42200/31800
INDUSTRIAL		31800 1					30600 1	35400 1	34825 4
MECHANICAL	33900 5	33430 18	36944 9	33480 2				35750 4	36184 167 54800/31800
NUCLEAR	32700 1								
PETROLEUM									37553 79 55000/31200
ENGINEERING TECHNOLOGY		30000 1							31420 5
INDUSTRIAL TECHNOLOGY		32500 1							
COMPUTER SCIENCE	30583 7	31537 11							33083 34 38500/30600
INFORMATION SCIENCES & SY	29700 2							30000 1	30131 9

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ARCHITECTURAL & ENVIRONME									28800 1
BIOLOGICAL			20400 1						
CHEMISTRY				34000 1					
GEOLOGY & GEOLOGICAL SCI									35700 2
MATHEMATICS	23000 1								29800 2
PHYSICS									32000 1

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	PRINTING		RUBBER PRODUCT	SCIENTIFIC & I		STONE, CLAY, G	TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING									30600	1		
BUSINESS ADMIN (INCL MGMT									19827	3	24000	1
ECONOM & FINANCE (BANKING	12000	1							26667	3	26000	5
HOTEL/RESTAURANT MGMT.											28000	1
MANAGEMENT INFO SYSTEMS											31200	1
MARKETING/MARK MGMT (RESR	31100	2					19300	2	22821	4	25450	8
JOURNALISM									16640	1		
FOREIGN LANGUAGES											24000	1
LETTERS (incl English, Li									27600	1		
POLITICAL SCIENCE/GOVT									24500	2		
AEROSPACE & AERONAUTICAL									34020	4		
AGRICULTURAL									33200	3	32500	1
CHEMICAL	38600	1							36958	7	36650	4
CIVIL											28150	4
ELECTRICAL/ELECTRONIC				33400	2				31901	8	33580	5
INDUSTRIAL									34000	2	32004	1
MECHANICAL				30688	5		24000	1	34095	19	32250	4
ENGINEERING TECHNOLOGY											29000	1
INDUSTRIAL TECHNOLOGY				31833	3						28500	1
COMPUTER SCIENCE	31000	1							28250	2	27600	1
INFORMATION SCIENCES & SY											27000	3
BIOLOGICAL											34008	1

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	27017 267 35000/24000	27140 1		24956 25 31000/21660	29063 8	26691 11	25020 20 42000/19000	27561 44 40000/23100	
BACHELOR - TECHNICAL	29542 12				32000 1	33290 10	30400 19	31949 84 48000/28000	32639 21 43200/27996

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	24105 22 32000/18000	21947 19	20169 21 24000/18000	23401 28 30000/21000		21824 123 32000/17000	31500 2	25135 3	18000 1
BACHELOR - TECHNICAL		22000 1		31500 1		28542 10		26500 1	

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	25500 2		21849 17	26144 9	20021 61 30600/17000	20848 27 27000/16973	20650 4	19739 7	22750 4
BACHELOR - TECHNICAL		35890 2	32964 10	31520 36 36700/28850	21370 8	25582 42 36500/21000	26896 35 35040/24912	27045 8	29733 3

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	28500 2		18000 2	22000 2	27334 2		18725 4	24167 3	23000 3
BACHELOR - TECHNICAL				30000 1	30753 39 35880/28020	25500 3	34811 7	31870 36 40800/27000	37022 169 43000/34000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26257 21 42000/20000	28508 12	26414 21 33000/21000	28273 11	20000 1			22333 3	28200 158 39580/26000
BACHELOR - TECHNICAL	33037 79 42000/29400	33453 108 39600/30000	35200 17	33410 6	36600 1		33060 2	36069 13	36193 544 55100/30000

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER MANUFACT
BACHELOR - NON TECHNICAL	24733 3				19300 2	23640 15	
BACHELOR - TECHNICAL	34800 2		31574 10		24000 1	33820 45 45000/31200	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	31375 4	49000 1			21750 2	34000 1	32626 6	35000 2	
MBA--TECH								38000 1	

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	40000 1			45000 1					
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH					24200 2	20200 1			
MBA--TECH				34800 1	33000 1				

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH	14400 1								
MBA--TECH									29150 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH				39900 1					36200 7
MBA--TECH									42540 1

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							25408 3
MBA--TECH							

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	26981 245 35000/24000	25942 104 30600/24000	22750 4						30250 3
BUSINESS ADMIN (INCL MGMT			27500 2		37500 1			26500 1	24000 1
ECONOM & FINANCE (BANKING	26469 7	27653 16		25082 8	27667 3			26997 3	27489 37 32000/24000
MANAGEMENT INFO SYSTEMS	32000 1	27000 1							
MARKETING/MARK MGMT (RESR			24000 2						18000 1
COMMUNICATIONS	18000 1								
ELECTRICAL/ELECTRONIC	23096 1								
INDUSTRIAL									31800 1
PETROLEUM									22500 1
COMPUTER SCIENCE	28000 1							32000 1	
INFORMATION SCIENCES & SY		26020 2							
ARCHITECTURAL & ENVIRONME	26500 1								

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BUSINESS ADMIN (INCL MGMT		22667 3	24610 4						
ECONOM & FINANCE (BANKING	26250 2	23375 4	24060 2						
HUMAN RSRCS (incl LABOR R		22500 1							
MANAGEMENT INFO SYSTEMS		13200 1							
MARKETING/MARK MGMT (RESR		24773 3	23330 2						
JOURNALISM					16640 1	15600 1		18000 1	28500 1
LETTERS (incl English, Li									27600 1
CHEMISTRY			31500 1						

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ACCOUNTING									20565 3
BUSINESS ADMIN (INCL MGMT		24000 1		23333 3			18500 2		
ECONOM & FINANCE (BANKING			28350 2		29321 3		24093 14		27300 1
HOTEL/RESTAURANT MGMT.							28000 1		
HUMAN RSRCS (incl LABOR R			24500 1						
MANAGEMENT INFO SYSTEMS			28500 1						
MARKETING/MARK MGMT (RESR	20000 1	27025 4	22820 5	25988 3	23167 6	26425 4	23518 62 42000/17000		
ADVERTISING							24700 1		
COMMUNICATIONS							18117 6		
JOURNALISM					24000 1		18000 1		
HUMAN ECOLOGY (HOME ECONO			20600 2						
TEXTILES & CLOTHING			18000 1						
MERCHANDISING MANAGEMENT								23284 1	
FOREIGN LANGUAGES							24000 1		
LETTERS (incl English, Li	24000 1						17500 1		
HISTORY							19000 2		
POLITICAL SCIENCE/GOVT							23333 3		
PSYCHOLOGY							22500 1		
AEROSPACE & AERONAUTICAL							30500 1		
CHEMICAL							37028 3		
COMPUTER							30000 1		
ELECTRICAL/ELECTRONIC							36190 4		
MECHANICAL				31800 2					

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ANIMAL SCIENCES							22500 1		
COMPUTER SCIENCE				21500 1			32460 1		
BIOLOGICAL							34008 1		
CHEMISTRY							34000 1		

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 4 - PAGE 1

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT		20000 1							
LETTERS (incl English, Li	18200 1								
HUMANITIES - OTHER			22000 1						
CRIMINAL JUSTICE		22901 3							
HISTORY			16000 1	27000 1					
AEROSPACE & AERONAUTICAL							31184 8		
AGRICULTURAL							32500 1	31000 1	29500 1
ARCHITECTURAL							32690 30 38000/25440	29800 2	31800 1
CHEMICAL							33426 7	33760 10	36247 11
CIVIL							30039 67 42200/25296	32624 14	34800 1
ELECTRICAL/ELECTRONIC							33407 26 37300/30120		35100 19
INDUSTRIAL									29695 6
MECHANICAL							33654 49 54800/29120	29000 2	35150 50 39500/29520
PETROLEUM							34592 2		37300 6
ENGINEERING TECHNOLOGY							30600 2		29650 2
INDUSTRIAL TECHNOLOGY							30717 3		29154 5
COMPUTER SCIENCE							35000 1		
BIOLOGICAL								19600 1	
GEOLOGY & GEOLOGICAL SCI			21600 1						

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers

90th: 22080 / 10th: 18330

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT	29400 1								
MANAGEMENT INFO SYSTEMS	32800 3								
AEROSPACE & AERONAUTICAL	34000 1	21201 1	32288 4			28207 3		29222 4	30054 9
AGRICULTURAL								33000 2	31120 5
ARCHITECTURAL						30333 3			24150 1
CHEMICAL	37500 2				37589 9		38226 231 55100/35520	31621 25 43200/25560	35919 17
CIVIL	34400 1				33500 1			30455 5	34134 9
COMPUTER	30133 3		33540 1						
ELECTRICAL/ELECTRONIC	33269 41 39000/30500	35929 15	32268 22 37000/30000	33877 37 39000/32000	34080 10	33787 6	34788 8	34291 31 45000/31200	31801 52 39500/26500
INDUSTRIAL							35400 1	32300 5	31340 5
MECHANICAL	32500 3	27001 2	33500 1	37200 2	34436 17	32800 10	36221 51 39600/33000	36601 86 54000/31800	33730 65 43200/29000
NUCLEAR									32700 1
PETROLEUM					40000 1	30000 1	40947 28 55000/35100	36809 23 45000/32000	36071 18
ENGINEERING TECHNOLOGY		33600 1							30875 4
INDUSTRIAL TECHNOLOGY								30500 2	29125 2
COMPUTER SCIENCE	33665 8	32100 1	30928 4						
ARCHITECTURAL & ENVIRONME									27933 3
CHEMISTRY									23500 1
GEOLOGY & GEOLOGICAL SCI					41400 1				30000 1
PHYSICS								30000 1	26098 2

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 6 - PAGE 1

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	30000 1								
BUSINESS ADMIN (INCL MGMT	25000 1								
PSYCHOLOGY									15498 2
BIOENGINEERING & BIOMEDIC									28500 1
ALLIED HEALTH			26329 7					36828 2	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING					28200 1		28200 1		
BUSINESS ADMIN (INCL MGMT				20633 3	26500 2	30600 1	25000 1		
ECONOM & FINANCE (BANKING					25000 1		28933 3		
MANAGEMENT INFO SYSTEMS					28290 47 35000/24000	30869 16	28660 35 36100/24000		
MARKETING/MARK MGMT (RESR							20000 1		
COMMUNICATIONS							29600 1		
HUMAN ECOLOGY (HOME ECONO		17000 1							
LETTERS (incl English, Li					28200 1				
PSYCHOLOGY		18680 1							
SOCIAL SCIENCES-OTHER				19000 1					
COMPUTER					31200 3		30150 1		
MECHANICAL					23040 1				
AGRIBUSINESS									27000 1
OTHER AGRICULTURAL SCIENC									24750 2
COMPUTER SCIENCE					31075 34 35580/25920	32054 7	32383 24 38500/29400		
COMPUTER PROGRAMMING					20000 1				
INFORMATION SCIENCES & SY					29444 17	31000 1			
BIOLOGICAL									18100 1
MATHEMATICS					25900 2		28533 3		

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		24000 1		22425 4					
BUSINESS ADMIN (INCL MGMT		27500 1	20233 3	21156 45 45000/16300					21500 1
ECONOM & FINANCE (BANKING		27916 16		24324 24 39580/19000			24000 1		
HOTEL/RESTAURANT MGMT.				20373 16					
HUMAN RSRCS (incl LABOR R			17000 1						
MANAGEMENT INFO SYSTEMS		30017 6		29600 1					
MARKETING/MARK MGMT (RESR		26667 3	23000 1	23474 60 33000/19000					
COMMUNICATIONS			21000 1	22000 5					
JOURNALISM		26000 2		20760 5					
ELEMENTARY EDUCATION									19488 45 26000/17034
PHYSICAL EDUCATION									21078 5
SPECIAL EDUCATION									21740 5
TEXTILES & CLOTHING				20500 1					
MERCHANDISING MANAGEMENT				19014 6					
LETTERS (incl English, Li									20200 1
HUMANITIES - OTHER				20600 1					17450 2
HISTORY		18000 1							
POLITICAL SCIENCE/GOVT				20200 1					
PSYCHOLOGY				23950 2					
SOCIAL SCIENCES-OTHER		21600 1							
ELECTRICAL/ELECTRONIC		28250 2							
MECHANICAL								34800 1	
PETROLEUM				20856 1					

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
COMPUTER SCIENCE		29750 2	21000 3	27835 3	20195 1				
INFORMATION SCIENCES & SY		29383 15							
ALLIED HEALTH									18300 1
BIOLOGICAL				20400 1				20000 1	19206 2
CHEMISTRY				33540 1					
GEOLOGY & GEOLOGICAL SCI									43200 1
MATHEMATICS		29250 2							19150 2
PHYSICS				22000 1					
OTHER PHYSICAL & EARTH SC									19747 1

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	26952 254 35000/24000	26177 121 31000/24000	24250 8	25082 8	30125 4			26873 4	27377 42 42000/22000
BACHELOR - TECHNICAL	25865 3	26020 2						32000 1	27150 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	26250 2	22627 12	24152 8		16640 1	15600 1		18000 1	28050 2
BACHELOR - TECHNICAL			31500 1						

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	22000 2	26420 5	23583 12	24661 6	25096 10	26425 4	22987 95 42000/17000	23284 1	22249 4
BACHELOR - TECHNICAL				28367 3			33793 13		

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFA NG/
BACHELOR - NON TECHNICAL	18200 1	22176 4	19000 2	27000 1					
BACHELOR - TECHNICAL			21600 1				32063 196 54800/25440	32085 30 43000/25000	34571 102 42500/29400

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	GRADUATE DEVEL
BACHELOR - NON TECHNICAL	31950 4								
BACHELOR - TECHNICAL	33299 59 40000/29105	33992 20 39000/31800	32181 32 37000/30000	34048 39 39000/32000	35369 39 42000/30000	32015 23 40500/28000	38049 319 55100/34800	34976 184 54000/28200	

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	PARAMEDIC
BACHELOR - NON TECHNICAL	27500 2								
BACHELOR - TECHNICAL			26329 7					36828 2	

AVERAGE SALARY OFFERS JULY 1991 SWPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/90 THROUGH 6/5/91 90th: 22080 / 10th: 18330 PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL		17840 2		20225 4	28154 52 35000/24000	30853 17	28397 42 36100/24000		
BACHELOR - TECHNICAL					30095 58 36000/25000	31923 8	31891 28 38500/29000		23650 4

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		27415 31 40000/22000	20283 6	22377 171 45000/18000			24000 1		19790 59 27500/17000
BACHELOR - TECHNICAL		29298 21 31500/27500	21000 3	25757 7	20195 1			27400 2	22566 7